[**qmetric | HR & Career Solutions**](http://www.qmetric.gr/) is currently recruiting, on behalf of [**Goodvidio**](http://www.goodvid.io), the position of

**Inside Sales Executive (GR)**

 **(Job opening ID: GR)**

**The company**

Goodvidio is a pioneering visual commerce platform that unlocks the potential of user-generated video content in ecommerce. Unlike other visual commerce offerings, we focus exclusively on video: undeniably, the most powerful medium when it comes to engaging and converting buyers!

Founded in 2014, we’re on a mission to bring user-generated video content to visual commerce and help online retailers increase sales through enhance customer experience. Working with established and growing ecommerce sites in areas such as consumer electronics, sporting goods, health & beauty, accessories, and FMCG, we help them improve engagement, increase conversions, and deliver a powerful visual commerce experience to their customers!

We enable brands and retailers enhance their online product content with curated best-product-review, demonstration and how-to videos, from video-sharing platforms like YouTube. Our technology not only allows our customers to integrate video galleries into their ecommerce sites, helping them achieve click-through rates as high as 34%, but it also ensures continuous content availability, while enabling data-driven insights into engagement and conversion performance as a basis for optimization.

Our team takes pride in our data-driven approach and superior technology stack, powered by an uncompromised commitment to curation quality and content relevance.

**The position**

We are looking for a driven and ambitious individual, ideally with experience in insidesales, to join our inside sales team as an Inside Sales Executive.

In order for you to be considered for the role, you need to bring an upbeat, positive and friendly attitude to sales and, most importantly, to be a creative business developer and dedicated deal closer. You should be comfortable creating and growing a pipeline of new business, either from outbound or inbound leads. Living and breathing our brand, you will act as an ambassador of Goodvidio throughout the sales cycle.

Reporting to the Inside Sales Manager, you will have the drive, passion and ambition to quickly achieve your monthly sales quota.

We are looking for somebody who is based in Greece (ideally in Thessaloniki or Athens), with the ability and will to work remotely, from a home-based office or a provided for co-working space.

An indicative range of duties and responsibilities:

* Building a personal sales pipeline, tracking and managing the complete sales process end to end, from opportunity qualification to closure of new business
* Communicating with outbound and inbound leads via multiple channels, including phone, email, and social media
* Consulting customers on how visual and consumer-generated content helps ecommerce sites improve their results, and conducting online product demos to stimulate interest in Goodvidio as a solution
* Upselling to existing customers to help them gain maximum value from Goodvidio
* Collaborating closely with the members of the inside sales team on finding ways to improve team performance and exceed sales targets
* Communicating customer feedback collected during the sales cycle to the teams in the company that should be made aware of any possible issues, problems, and suggestions.

**Your profile**

In order for you to be able to successfully carry out the duties of the role, you should possess the following:

* Excellent command of English (written and spoken)
* Strong communicator who looks for new and creative ways to connect with prospective customers
* Comfortable with talking over the phone with people you have never met.
* A 'hunter' - entrepreneurial, highly goal orientated, and ambitious with superior business, negotiation and closing skills
* Ability to quickly build rapport, uncover customer needs and sell solutions convincingly
* Comfortable working with remote team members and eager to use best of breed collaboration tools.

The following will be considered a plus:

* Experience in inside sales
* University degree, ideally in a marketing or business related field
* Experience with selling ecommerce-focused solutions
* Demonstrable experience in outbound cold calling
* Aware of and, ideally, experienced in ecommerce marketing technology (for example, analytics tools)
* Understanding of conversion rate optimization, visual commerce, consumer-generated content, social media, and video sharing services like Youtube, Vimeo, Dailymotion, etc.
* Experience working with Salesforce or Pipedrive
* Experience working with a remote team.

**Our Client offers**

In case you are selected for the position of Inside Sales Executive, you will have access to the following:

* Competitive salary, top-up based on individual performance
* Company stock plan
* Apple workstation
* Paid travel to our headquarters
* Snack and coffee allowance
* Membership to a co-working space.

**Are you interested?**

We’re looking forward to hearing from you! Click [here](https://goodvidio.workable.com/jobs/253236) to submit your application.

**The selection process**

qmetric applies a demanding selection process, in order to ensure its fairness. Shortlisted candidates will be assessed with the use of Competency Based Interviews (CBI), personality and work sample tests. All the shortlisted candidates will also have access to personalized feedback, regarding their performance during the selection process.

**Our company treats each application with strict confidence**